MESSAGE CONFIRMATION

DATE:02/26/96 TIME:11:16

ID:BFLO RJR

DATE	TIME	TX-TIME	DISTANT STATION ID	MODE	PAGES	RESULT
02/26	11:15	00'44"	603 624 0070	G3-S	002	OK

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Source: https://www.industrydocuments.ucsf.edu/docs/qznm0000

Need to move ASAP Roger.

R.J. REYNOLDS
TOBACCO COMPANY

Marty Washburn
National Account Manager-Wal*Mart

2910 1/2 Rogers Ave.
Ft. Smith, AR 72901
1-800-432-7578
1-501-784-9605 (Fax)

To: Regional Sales Manager #1600

From: Marty Washburn, National Account Manager- Wal*Mart, Inc.

Subject: Sam's Club- 1995 leftover promotions on hand

Ladies & Gentlemen:

Enclosed are letters to Division Managers in your region indicating on hand inventories of 1995 RJR VAP and/or DPC shippers in Sam's Clubs.

We need to clean up these shippers to make way for our 1996 promotion plan.

The letter is directed to the Division Managers because they will be instrumental in getting their team to "sell" the promotions to retailers.

I have communicated to Sam's that the breakdown of DPC into one carton saleable units is a one time deal only and will not be repeated.

Some of the promotions are reaching "maturity", in other words in danger of being stale. We need to ensure no old product reaches our customers.

I am asking for your assistance in getting these letters to your Divisions for quick action.

Sincerely,

Marty Washburn

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